

Weekly LE - Based on LE of 4/97
Stated in MM's of Units

Summary of Regions

	RJR		RJR FP		RJR Savings	
	Actual YTD	Diff YTD	Actual YTD	Diff YTD	Actual YTD	Diff YTD
Boston	2911	86	2129	146	782	-51
NYC Metro	1548	19	1384	23	164	-4
Philadelphia	2847	-1	2211	-19	635	18
Buffalo	4523	-67	2848	-14	1673	-53
Pittsburgh	5117	-117	3357	13	1760	-130
Cincinnati	7939	-151	4917	-47	3022	-104
NSA	24884	-222	16848	103	8036	-326

R. mgm

Top 30
RSM's
We've had A couple
of Bad weeks in
few vs L.E.
L.E.

	FP	SAY
Boston	+6	-
N.Y.	+3	-1
Phil	-6	+1
Buffalo	-5	-2
Pitt	-6	-6
Cinci	-22	-3
Area	-30	-11